



Department of Veterans Affairs

National Acquisition Center (NAC)

# Federal Supply Schedule Service

*To be the foremost source for quality healthcare products & services.*

## FSS Monthly e-Newsletter

April 2011

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## 2011 NAC Industry Day Acquisitions in a Transitional World

On March 15<sup>th</sup> and 16<sup>th</sup>, the [National Acquisition Center \(NAC\)](#) held its annual Industry Day Conference at the InterContinental Hotel Chicago. The purpose of the conference was to bring together healthcare supplier/service industry stakeholders with the leadership of the Office of Acquisitions and Logistics (OAL) and NAC, as well as the contracting experts from the Federal Supply Schedule (FSS) and National Contract Service (NCS) programs in order to:

- Discuss relevant issues;
- Build a broad understanding;
- Find common ground;
- Communicate a combination of realizations and possible solutions.

*Acquisitions in a Transitional World* was the theme of this year's conference and the main elements of the conference consisted of the following informative areas:

- 1) General sessions hosted by OAL personnel
  - Throughout the conference, OAL personnel presented a variety of topics that dealt with current and pending healthcare issues on a national level, and conducted panel discussions with Q&A sessions.
- 2) Break-out sessions exploring topics related to FSS and NCS programs
  - FSS and NCS break-out sessions consisted of different presentations that sought to increase the knowledge and experience level of participants.
- 3) One-on-One appointments with representatives of FSS and NCS
  - Throughout the conference, representatives of FSS and NCS held one-on-one (15 minute) appointments with vendors. During the one-on-one meeting, vendors had the opportunity to discuss pertinent, general topics (of their choice) with a knowledgeable FSS/NCS Contract Specialist.

OAL and NAC leadership, as well as FSS and NCS staff would like to personally thank everyone that participated in the 2011 Industry Day Conference.

- [2011 Industry Day Conference Agenda & Presentations](#)

## Training Topic Service Contract Act (SCA)

### 1) What is SCA?

The McNamara-O'Hara Service Contract Act of 1965 is an act that sets standards for minimum compensation, as well as safety and health protection, for employees who work for contractors and subcontractors on service contracts with the federal Government and the District of Columbia. The Act was enacted to protect service contractor employees in the following areas:

- Wages
- Benefits
- Health and safety conditions in the workplace

### 2) How does SCA define a service employee?

Any employee who works on a service contract is considered a service employee, with a few important exemptions. The term does not include executive, administrative, or professional personnel, and therefore SCA does not cover these employees. However, SCA does cover service employees who support such personnel or may have some incidental duties that are executive, administrative, or professional. Please review the Department of Labor's (DOL) website in order to view the [directory of occupations](#) covered under SCA.

### 3) How does SCA apply to the 621I Professional Services FSS program?

SCA applies to contracts whose principal purpose is to furnish services through the use of service employees. SCA requires FSS contractors and subcontractors performing Federal service contracts in excess of \$2,500 to observe minimum wages, fringe benefits, and other employment standards.

### 4) What regulations implement SCA?

The regulations that implement SCA can be found in Federal Acquisition Regulation Parts [22](#) and [37](#).

### 5) What other Federal regulations relate to SCA?

SCA is part of a group of laws that cover various types of Federal contracts. The other two Federal regulations that relate to SCA are:

- 1) The [Davis – Bacon Act](#) of 1931
  - The Act applies to construction and “sets minimum wage rates for certain types of laborers based on the prevailing rates in the locality where the work is to be performed.”
- 2) The [Walsh-Healey Public Contracts Act](#) of 1936
  - The Act applies to manufacturing and “requires firms to pay a prevailing minimum wage based on either national or broad regional practice for the type of manufacturing or retail industry involved in the contract.”

- [SCA Directory of Occupations](#)
- [DOL SCA Library](#)

## News You Can Use

### VA FSS in Action

It was great seeing so many of our FSS vendors at the recent NAC Industry Conference held in Rosemont, IL on March 15<sup>th</sup> and 16<sup>th</sup>. We truly appreciate all the positive comments about our progress and are extremely glad that we are on the right track in providing the best possible service. While we still have areas that need improvement, we will not be letting our guard down at this time. Instead, we will continue to push forward to make changes and improvements to the system for the betterment of the entire VA managed FSS program.

We are already in the planning stages for our next event. If you have any suggestions or comments that you would like to share, please email your thoughts to [PMRS@va.gov](mailto:PMRS@va.gov). In addition, VA will also be hosting another Supplier Transformation Meeting, which is scheduled for October 2011. Please be sure to review the [NAC's website](#) for additional information on the specific details of the forum.

If you are experiencing any issues, please do not hesitate to contact Carole O'Brien, Director of the FSS Service, at (708)786-4957 and/or [Carole.Obrien@va.gov](mailto:Carole.Obrien@va.gov) or Craig Robinson, Executive Director of the VA National Acquisition Center, at (708)786-5157 and/or [Craig.Robinson@va.gov](mailto:Craig.Robinson@va.gov).

Thank you for your continued support and suggestions.

### Updates to VA FSS Website

In our quest to continually improve in order to meet the needs and wants of every FSS stakeholder, the FSS Service website ([www.fss.va.gov](http://www.fss.va.gov)) was recently updated to incorporate a [Managing Your VA FSS Contract](#), [Marketing Your VA FSS Contract to the Federal Government](#), and [Training](#) section.

Within the three new web-pages, a FSS contractor is able to view a variety of information that will provide helpful training, as well as important tips that will help them better manage and market their FSS contract, such as:

- A best practices tip sheet;
- Links to available online training;
- Creating and updating an authorized paper pricelist in accordance with contract clause [I-FSS-600](#), as well as populating the NAC Contract Catalog Search Tool spreadsheet *within 30 days after contract award*;
- Addressing the contract policies/obligations and responsibilities of the contractor;
- Registering with General Services Administration (GSA) [e-Buy](#) and [Purchase Order \(PO\) Portal](#);
- Helpful tips to identify a FSS contractor's potential customer base;
- Sales strategies;
- A user guide that highlights the basics to marketing a FSS contract.



Please be mindful that you can always e-mail or call the FSS Helpdesk if you have any questions about the FSS website. The FSS Helpdesk can be reached by email at [helpdesk.ammhinfss@va.gov](mailto:helpdesk.ammhinfss@va.gov) and/or by phone at (708)786-7737.

## National News

### Recent Emergency & Disaster Declarations

Under the [Disaster Recovery Program](#), state and local Governments may purchase products/services off of FSS contracts in order to facilitate the recovery from a major disaster. As such, there were [eighteen declarations](#) by President Obama during the month of March 2011, which can be seen below.

#### MAJOR DISASTER DECLARATIONS

Number	Date	State	Disaster Type	Designated Counties
<a href="#">1958</a>	3/03	CT	Snowstorm	
<a href="#">1959</a>	3/07	MA	Severe Winter Snowstorm	
<a href="#">1960</a>	3/17	IL	Severe Winter Snowstorm	
<a href="#">1961</a>	3/23	MO	Severe Winter Snowstorm	
<a href="#">1962</a>	3/24	NM	Severe Winter Storm	
<a href="#">1963</a>	3/25	WA	Severe Winter Storm & Flooding	
<a href="#">1964</a>	3/25	OR	Tsunami Wave Surge	
<a href="#">1965</a>	3/31	TN	Severe Storms, Tornadoes & Flooding	

#### FIRE MANAGEMENT DECLARATIONS

Number	Date	State	Incident
<a href="#">2866</a>	3/08	NM	Quail Ridge Fire
<a href="#">2867</a>	3/11	TX	Enmin Fire
<a href="#">2868</a>	3/11	OK	Harrah Fire
<a href="#">2869</a>	3/11	OK	Midwest City Fire Complex
<a href="#">2870</a>	3/12	TX	Big Trickle Ranch Fire
<a href="#">2871</a>	3/12	OK	Goldsby Fire
<a href="#">2872</a>	3/12	OK	Shawnee Fire
<a href="#">2873</a>	3/21	CO	Indian Gulch Fire
<a href="#">2874</a>	3/24	OK	Osage County Fire Complex
<a href="#">2875</a>	3/25	GA	Elan Church Road Fire
<a href="#">2876</a>	3/25	GA	Mosley Road Fire

- [Disaster Recovery Purchasing Program FAQs](#)

## Upcoming Events

### VA NAC FSS Customer Training

- **FSS Customer Training Schedule:**
  - We do not currently have any FSS customer training classes scheduled at this time. However if you would like to attend a training session, schedule a new one, or request additional information, please contact Veronica Hazen at [Veronica.Hazen@va.gov](mailto:Veronica.Hazen@va.gov).
- **FSS Personnel will be attending the following conferences:**
  - Please review the [FSS Calendar of Events](#)

## Recently Awarded FSS Contracts (March 2011)

### Pharmaceutical, Dental, Patient Mobility, & X-Ray Contracts:

- Medline Industries, Inc.: V797P-5234B (Large Pharmaceutical Business)
- Alterna, LLC.: V797P-5235B (Small Pharmaceutical Business)
- Savient Pharmaceuticals, Inc.: V797P-5236B (Small Pharmaceutical Business)
- Major Pharmaceuticals: V797P-5237B (Small Pharmaceutical Business)
- Ormco Corporation DBA SybronEndo: V797P-3234M (Large Dental Business)
- Imaging Sciences International, LLC.: V797P-3235M (Large Dental Business)
- Amalgaway, Inc.: V797P-3236M (Small Disabled Veteran Owned Dental Business)
- Balder America, LLC.: V797P-4405B (Small Patient Mobility Business)
- TMP Services, Inc.: V797P-3231M (Large Patient Mobility Business)

### Medical/Surgical Equipment Contracts:

- Pedigo Products, Inc.: V797P-4415B (Small Med/Surg Business)
- Technical Communities, Inc. DBA TestMart: V797P-4410B (Small Med/Surg Business)
- Ingen Technologies, Inc.: V797P-4379B (Small Med/Surg Business)
- Precept Medical Products, Inc.: V797P-4398B (Small Med/Surg Business)
- Cropper Medical, Inc. DBA Bio Skin: V797P-4407B (Small Med/Surg Business)
- Pain Management Technologies, Inc. DBA PMT Medical: V797P-4412B (Small Med/Surg Business)
- Hausmann Industries, Inc.: V797P-4323B (Small Med/Surg Business)
- Jeil Medical Corporation: V797P-4413B (Large Med/Surg Business)
- Star Poly Bag, Inc.: V797P-4403B (Small Disadvantaged, 8(A), Woman Owned Med/Surg Business)
- MMI of Mississippi, Inc.: V797P-4401B (Small HubZone Owned Med/Surg Business)
- McKesson Automation, Inc.: V797P-4383B (Large Med/Surg Business)
- Florida Surgical Repair, Inc.: V797P-4406B (Small Veteran Owned Med/Surg Business)
- Xodus Medical, Inc.: V797P-4417B (Small Med/Surg Business)

### Medical Professional & Laboratory Testing Services & Cost-Per-Test Contracts:

- Global Dynamics, LLC.: V797P-7333A (Small Disadvantaged, Disabled Veteran Owned Professional Medical Healthcare Services Business)
- Quality Staffing Services: V797P-7328A (Small Professional Medical Healthcare Services Business)
- Staffing Solutions of Vermont, LLC.: V797P-7334A (Small Woman Owned Professional Medical Healthcare Services Business)
- The Royster Group: V797P-7311A (Small Disadvantaged, 8(A) Professional Medical Healthcare Services Business)
- Abbott Diagnostic: V797P-7335A (Large Cost-per-Test Business)

In order to obtain pricing information for all of the companies referenced above or any other FSS contractor, please review the [NAC Contract Catalog Search Tool \(CCST\)](#) or [GSA E-Library](#). If you have any questions/concerns or would like to learn more about a specific topic and/or issue, please feel free to contact the FSS helpdesk by phone at (708)786-7737 and/or by e-mail at [helpdesk.ammhinfss@va.gov](mailto:helpdesk.ammhinfss@va.gov).